### **COUNTY OF SAN DIEGO** DEPARTMENT OF PLANNING AND LAND USE: Zoning Maximum Allowable Residential Density **PRO FORMA**

KE	PORT PREPARED BT:		IIILE:						
SIG	SNATURE:		DATE:						
	OJECT DESCRIPTION: ust also submit plot plans & elevation	ns)							
I.	Project Location								
	APNs:								
	Address:								
II.	Site Size	Acres		Sf					
III.	Product Types								
	1.	# of Units		Sf	'Unit				
	2.	# of Units		Sf	'Unit				
	3.	# of Units		Sf	'Unit				
	Totals / Averages	# of Units		Av	erage sf/Unit				
	Density	Units/Acre							
IV.	Gross Building Area								
	Residential Area	Sf of floor area	I	# (	of stories				
	Common Area	Sf of floor area	ı						
	Total GBA	Sf of floor area							
٧.	Parking Spaces by Type								
	Surface Spaces	# of Spaces		To	tal sf				
	Attached Garages	# of Spaces		To	tal sf				
	Totals/Averages	# of Spaces		To	tal sf				
		Spaces/Unit							

VI. Amenities

# COUNTY OF SAN DIEGO DEPARTMENT OF PLANNING AND LAND USE: Zoning Maximum Allowable Residential Density PRO FORMA

#### **ESTIMATED DEVELOPMENT COSTS**

I.	Land Acquisition Costs							
	Purchase Price		Sf of Land	\$	/Sf	\$		
	Closing Costs		% Purchase Price	·				
	Total Land Acquisition Costs						\$	
II.	<u>Direct Construction Costs</u>							
	Off-site Improvements		Allowance			\$		
	On-site Improvements	\$	/Sf of Land					
	Parking Costs	\$ \$ \$	/Space					
	Building Costs	\$	/Sf of GBA					
	Contractor Fees	*	% Construction Cost	'S				
	Contingency Allowance	-	% Other Direct Costs					
	Containing only 7 the Warriot	-	Ourier Brider Cook	,				
	<b>Total Direct Construction Costs</b>		/Sf of GBA	\$	/Sf of Land		\$	
III.	Indirect Costs							
	Architecture, Engineering & Consulting		% Direct Costs			\$		
	Permits & Fees		/Sf of GBA	\$	/Sf of Land	,		
	Taxes, Legal & Accounting		% Direct Costs					
	Insurance	-	# of Units	\$	/Unit			
	Residential Marketing	-	# of Units	\$	/Unit		_	
	Developer Fee		% Sales Revenues	Ψ				
	Contingency Allowance		% Other Indirect Cos	ete		-	_	
	Contingency Allowance		Other maneet cos	513				
	Total Indirect Costs						\$	
IV.	Financing Costs							
	Interest During Construction	\$	Loan Amt		% Int. Rate	\$		
	Financing Fees	<u>\$</u> \$	Loan Amt		Points	·		
	Commissions / Closing / Warranties	<u>*</u>	# of Units	\$	/Unit			
	-			<u>. T</u>				
	Total Financing Costs						\$	
٧.	<b>Total Development Costs</b>		# of Units	\$	/Unit		\$	
DE	VELOPER PROFIT CALCULATION							
I.	Residential Sales Revenues							
•	Product Type							
	<u> </u>		# of Units	¢	/Unit	¢		
	1.			\$	/Unit	\$		
	2.		# of Units	\$				
	3.		# of Units	Φ	/Unit	-		
	Total Sales Revenues		# of Units				\$	
	Average per Unit			\$	/Unit		Ψ	
	December on Bradit				<u></u>			
II.	Developer Profit					•		
	Total Sales Revenues					\$	<del></del>	
	(Less) Total Development Costs					(	)	
	Total Profit						\$	
		_					<u>·</u>	
	Total Profit as a Percent of Total Sales	Revenues	3					%

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.

# DENSITY BONUS PROJECT Without Incentives

RE	PORT PREPARED BY:		TITLE:_			<u> </u>
			DATE:_			
	OJECT DESCRIPTION: ust also submit plot plans & elevation	s)				
(	p.o. p.a a o.o. a	<b>-</b> ,				
I.	Project Mix					
	Base Market Rate Units		_# of Units			
	Base Reserved Units		_# of Units			
	Bonus Units		_# of Units			
	Total					# of Units
II.	Reserved Units					
	Very Low Income		_# of Units			
	Low Income		# of Units			
	Moderate Income		_# of Units			
	Senior		_# of Units			
	Total					# of Units
		# of Market	# of Reserved		Sf of Product	
III.	Product Type	Rate Units	Units	Totals	Туре	7
	1.					4
	2.					4
	3.					
	Totals					
	Average Unit Size		_Sf			
	Density		_Units/Acre			
IV.	Gross Building Area					
	Residential Area		_Sf of floor area			# of stories
	Common Area		Sf of floor area			
	Total GBA		Sf of floor area			
٧.	Parking Spaces by Type					
	Surface Spaces		_# of Spaces			_Total sf
	Attached Garages		# of Spaces			_Total sf
	Totals/Average		# of Spaces			_Total sf
			_Spaces/Unit			
VI.	<u>Amenities</u>					

# DENSITY BONUS PROJECT Without Incentives

#### **ESTIMATED DEVELOPMENT COSTS**

I.	Total Land Acquisition Costs						\$
II.	Direct Construction Costs						
•••	Off-site Improvements		Allowance			\$	
	On-site Improvements	\$	/Sf of Land			<del>*</del>	
	Parking Costs	<u>\$</u> \$	/Space				
	Building Costs	\$	/Sf of GBA			-	
	Contractor Fees	Ψ	% Construction Cos	ete			
	Contingency Allowance		% Other Direct Cos				
	Contingency Allowance		Other Direct Cos	015			
	<b>Total Direct Construction Costs</b>		/Sf of GBA	\$	/Sf of Land		\$
III.	Indirect Costs						
	Architecture, Engineering & Consulting		% Direct Costs			\$	
	Permits & Fees		/Sf of GBA	\$	/Sf of Land		
	Taxes, Legal & Accounting		% Direct Costs				
	Insurance		# of Units	\$	/Unit		
	Residential Marketing		# of Units	<u>\$</u> \$	/Unit		
	Developer Fee	-	% Sales Revenues			-	
	Contingency Allowance	-	% Other Indirect Co				
	Contingency / Mowarise		Outlot indirect et	5010			
	Total Indirect Costs						\$
IV.	Financing Costs						
	Interest During Construction	\$	Loan Amt		% Int. Rate	\$	
	Financing Fees	\$	Loan Amt		Points	Ψ	
	Commissions / Closing / Warranties	Ψ	# of Units	\$	/Unit	-	
	Commissions / Closing / Warranties		# Of Office	Ψ	/OIIIt		
	Total Financing Costs						\$
٧.	<b>Total Development Costs</b>		# of Units	\$	/Unit		\$
DE	VELOPER PROFIT CALCULATION						
I.	Residential Sales Revenues						
1.	Market Rate Units by Product Type						
	1.		# of Units	\$	/Unit	<b>\$</b>	
	2.		# of Units	\$ \$ \$	/Unit	Ψ	
	3.		# of Units	φ	/Unit	-	
	3.		# 01 011118	Φ	/Onit	-	
	Reserved Units by Product Type						
	1.		# of Units	\$	/Unit	\$	
	2.		# of Units	\$	/Unit		
	3.		# of Units	\$	/Unit		
	Total Sales Revenues		# of Units				¢
	Average per Unit		# Of Office	\$	/Unit		\$
	Developer Brofit						
II.	Developer Profit					œ.	
	Total Sales Revenues					<u>*</u>	
	(Less) Total Development Costs						)
	Total Profit						\$
	Total Profit as a Percent of Total Sales	Revenues					%

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.

### COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED WORKSHEET PAGE 1

#### PROJECT DESCRIPTION

		Using Only	First Incentive	<u>e</u>			Using Only	Second Incent	ive				Using Onl	y Third Incenti	ve	
I.	Description of requeste	ed incentive ar	nd why it is ne	eded:		11						ı				
	1.					2.						3.				
II.	Explain how this incen	tive results in	identifiable, fi	nancially suff	ficient and actual c	ost reductions that contrib	ute significantl	y to the econo	omic feasibil	ity of the rese	rved units:					
	1.					2.						3.				
		Market Rate	Reserved		Sf of Product		Market Rate			Sf of Product			Market	Reserved		Sf of Product
III.	Product Type	Units	Units	Totals	Туре	Product Type	Units	Units	Totals	Туре	1 I	Product Type	Rate Units	Units	Totals	Туре
	1.					1.					-	1.				
	2.					2.					-	2.				
	3.					3.					- 1	3.				
	Totals					Totals						Totals				
	Average Unit Size		Sf			Average Unit Size		Sf				Average Unit Size		Sf		
	Density		Units/Acre			Density		Units/Acre				Density		Units/Acre		
IV.	Gross Building Area					Gross Building Area	ļ					Gross Building Are	<u>a</u>			
	Residential Area		Sf		# of Stories	Residential Area		Sf		# of Stories		Residential Area		Sf _		# of Stories
	Common Area		Sf			Common Area		Sf				Common Area		Sf		
	Total GBA		Sf			Total GBA		Sf				Total GBA		Sf		
٧.	Parking Spaces by Typ	<u>ie</u>				Parking Spaces by T	ype					Parking Spaces by	Type			
	Surface Spaces		Spaces		Total sf	Surface Spaces		Spaces		Total sf		Surface Spaces		Spaces		Total sf
	Attached Garages	:	Spaces		Total sf	Attached Garages		Spaces		Total sf		Attached Garages		Spaces		Total sf
	Total		Spaces		Total sf	Total		Spaces		Total sf		Total		Spaces		Total sf
			Spaces/Unit					Spaces/Unit						Spaces/Unit		
VI	Amenities					Amenities						<b>Amenities</b>				

1

### COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED WORKSHEET PAGE 2

ESTIMATED DEVELOPMENT COSTS	H				
Using Only First Incentive	Using Only Second Incentive	Using Only Third Incentive			
I. Total Land Acquisition Costs \$	Total Land Acquisition Costs \$	Total Land Acquisition Costs \$			
II. Direct Construction Costs	Direct Construction Costs	Direct Construction Costs			
Off-site Imp Allowance \$	Off-site Imp Allowance \$	Off-site Imp Allowance \$			
On-site Imp /Sf Land	On-site Imp /Sf Land	On-site Imp /Sf Land			
Parking Costs /Spaces	Parking Costs /Spaces	Parking Costs /Spaces			
Building Costs /Sf GBA	Building Costs /Sf GBA	Building Costs /Sf GBA			
Contractor Fees % Construction Costs	Contractor Fees % Construction Costs	Contractor Fees % Construction Costs			
Conting'y Allow % Other Direct Costs	Conting'y Allow % Other Direct Costs	Conting'y Allow % Other Direct Costs			
Sf GBA \$ /Sf of Land	Sf GBA \$ /Sf of Land	Sf GBA \$ /Sf of Land			
Total Direct Construction Costs \$	Total Direct Construction Costs \$	Total Direct Construction Costs \$			
<del></del>	11				
III. Indirect Costs	Indirect Costs	Indirect Costs			
Arch, Eng & Cons % Direct Costs \$	Arch, Eng & Cons % Direct Costs	Arch, Eng & Cons % Direct Costs			
Permits & Fees/Sf GBA \$/Sf	Permits & Fees/Sf GBA \$/Sf	Permits & Fees/Sf GBA \$/Sf			
Tax, Legal & Acc't % Direct Costs	Tax, Legal & Acc't	Tax, Legal & Acc't			
InsuranceUnits/Unit	InsuranceUnits \$/Unit	InsuranceUnits \$/Unit			
MarketingUnits/Unit	Marketing Units \$/Unit	MarketingUnits \$/Unit			
Developer Fee % Sales Revenues	Developer Fee % Sales Revenues	Developer Fee			
Conting'y Allow % Other Indirect Costs	Conting'y Allow % Other Indirect Costs	Conting'y Allow Other Indirect Costs			
Total Indirect Costs \$	Total Indirect Costs \$	Total Indirect Costs \$			
<del></del>	11				
IV. Financing Costs	Financing Costs	Financing Costs			
Loan Interest \$ Amt % Int Rate \$	Loan Interest \$ Amt % Int Rate \$	Loan Interest \$ Amt % Int Rate \$			
Loan	Loan	Loan			
Financing Fees \$ Amt Points	Financing Fees \$ Amt Points	Financing Fees \$ Amt Points			
Comm, etcUnits/Unit	Comm, etcUnits/Unit	Comm, etcUnits/Unit			
Total Financing Costs \$	Total Financing Costs \$	Total Financing Costs \$			
V. Total Development Costs Units \$ /Unit \$	Total Development Costs Units \$ /Unit \$	Total Development Costs Units \$ /Unit \$			

### COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED WORKSHEET PAGE 3

DEVELOPER PROFIT CALCULATION		
Using Only First Incentive	Using Only Second Incentive	Using Only Third Incentive
I. Residential Sales Revenues	Residential Sales Revenues	Residential Sales Revenues
Market Rate Units by Product Type	Market Rate Units by Product Type	Market Rate Units by Product Type
1Units <u>\$</u> /Unit <u>\$</u>	1Units <u>\$</u> /Unit <u>\$</u>	1Units <u>\$</u> /Unit <u>\$</u>
2Units/Unit	2Units <u>\$</u> /Unit	2Units _\$/Unit
3Units/Unit	3Units/Unit	3Units _\$/Unit
Reserved Units by Product Type	Reserved Units by Product Type	Reserved Units by Product Type
1Units <u>\$</u> /Unit <u>\$</u>	1Units <u>\$</u> /Unit <u>\$</u>	1Units <u>\$</u> /Unit <u>\$</u>
2Units/Unit	2Units <u>\$</u> /Unit	2Units _\$/Unit
3Units/Unit	3Units <u>\$</u> /Unit	3Units <u>\$</u> /Unit
Total Sales Revenues Units \$	Total Sales Revenues Units \$	Total Sales Revenues Units \$
Average per Unit \$ /Unit	Average per Unit \$ /Unit	Average per Unit \$ /Unit
<u></u>	<u> </u>	<u></u>
II. Developer Profit	Developer Profit	Developer Profit
Total Sales Revenues \$	Total Sales Revenues \$	Total Sales Revenues \$
(Less) Total Development Costs ()	(Less) Total Development Costs	(Less) Total Development Costs ( )
		<u></u>
Total Profit \$	Total Profit \$	Total Profit \$
Total Profit as a Percent of Total Sales Revenues	% Total Profit as a Percent of Total Sales Revenues %	Total Profit as a Percent of Total Sales Revenues %
	<del></del>	-

PLEASE LIST ANY ASSUMPTIONS OR SOURCES OF ESTIMATED AMOUNTS:

EPORT PREPARED BY:	TITLE:
IGNATURE:	DATE:

# DENSITY BONUS PROPOSED PROJECT With All Requested Incentives (See attached Worksheets)

REP	ORT PREPARED BY:	TIT	TITLE:						
	NATURE:	DA	NTE:						
	DJECT DESCRIPTION: st also submit plot plans & elevatio								
(	ot aloo oublint plot plano a olovatio	,							
I.	Project Mix								
	Base Market Rate Units		# of Units						
	Base Reserved Units		# of Units						
	Bonus Units		_# of Units						
	Total					_# of Units			
II.	Reserved Units								
	Very Low Income		_# of Units						
	Low Income		_# of Units						
	Moderate Income		_# of Units						
	Senior		_# of Units						
	Total				÷	# of Units			
IV.	Product Type	# of Market Rate Units	# of Reserved Units	Totals	Sf of Product				
IV.	Product Type  1.	Rate Offits	Offics	Totals	Туре	7			
	2.					1			
	3.					1			
	Totals					i			
	Average Unit Size		Sf	<u> </u>					
	Density Density	_	- Units/Acre						
.,			- Office/Action						
V.	Gross Building Area		04.44						
	Residential Area		Sf of floor area		-	_# of stories			
	Common Area		Sf of floor area						
	Total GBA		Sf of floor area						
VI.	Parking Spaces by Type								
	Surface Spaces		# of Spaces			_Total sf			
	Attached Garages		# of Spaces			_Total sf			
	Totals/Average		# of Spaces			_Total sf			
			_Spaces/Unit						
VII.	<u>Amenities</u>								

# DENSITY BONUS PROPOSED PROJECT With All Requested Incentives (See attached Worksheets)

#### **ESTIMATED DEVELOPMENT COSTS**

I.	Total Land Acquisition Costs						\$
II.	Direct Construction Costs						
	Off-site Improvements		Allowance			\$	
	On-site Improvements	\$	/Sf of Land			-	
	Parking Costs	\$ \$ \$	/Space				
	Building Costs	\$	/Sf of GBA				
	Contractor Fees	<u> </u>	% Construction Co	osts			
	Contingency Allowance		% Other Direct Co				
	<b>Total Direct Construction Costs</b>		/Sf of GBA	\$	/Sf of Land		\$
III.	Indirect Costs						
	Architecture, Engineering & Consulting		% Direct Costs			\$	
	Permits & Fees		/Sf of GBA	\$	/Sf of Land		
	Taxes, Legal & Accounting		% Direct Costs				
	Insurance		# of Units	\$	/Unit		
	Residential Marketing		# of Units	\$	/Unit		
	Developer Fee		% Sales Revenue	s			
	Contingency Allowance		% Other Indirect C	Costs			
	Total Indirect Costs						\$
IV.	Financing Costs						
	Interest During Construction	\$	Loan Amt		% Int. Rate	\$	
	Financing Fees	<u>\$</u> \$	Loan Amt		Points	<u> </u>	
	Commissions / Closing / Warranties		# of Units	\$	/Unit		
	Total Financing Costs						\$
٧.	Total Development Costs		# of Units	\$	/Unit		\$
DΕ\	ELOPER PROFIT CALCULATION						
I.	Residential Sales Revenues						
	Market Rate Units by Product Type						
	1.		# of Units	\$	/Unit	\$	
	2.		# of Units	\$	/Unit		
	3.		# of Units	\$	/Unit		
	Reserved Units by Product Type						
	1.		# of Units	\$	/Unit	\$	
	2.		# of Units	\$	/Unit		
	3.		# of Units	\$	/Unit		
	Total Sales Revenues		# of Units				\$
	Average per Unit		# 01 O11113	\$	/Unit		Ψ
II.	Developer Profit						
	Total Sales Revenues					\$	
	(Less) Total Development Costs					(	)
	Total Profit						
							\$
	Total Profit as a Percent of Total Sales	Rever	nues				%